

Message Text

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PAGE 01 BONN 04896 171532Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----027407 180436Z /65

R 171509Z MAR 78
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 6853
USMISSION USBERLIN
AMCONSUL FRANKFURT
AMCONSUL HAMBURG
AMCONSUL MUNICH

UNCLAS BONN 04896

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - THE BALI COMPANY, INC.,
WINSTON-SALEM, N.C.

REF: USDOC 03652

THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY THE
FOREIGN SERVICE POSTS AND HAVE EXPRESSED THEIR INTEREST:

PAUL WILLER GMBH
ORANIENSTR. 161
D-1000 BERLIN 61
CONTACT: MR. PAUL WILLER
PHONE: 030 - 614 70 26

MONIKA-MODEN
BUETEFUER UND HENSEL GMBH
UNTER DEN EICHEN 2
D-6430 BAD HERSFELD
CONTACT: UDO BUETEFUER, MGR.
PHONE: 06621/5894
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COMMENT: COMPANY IS AN IMPORTER AND DISTRIBUTOR OF
FOUNDATION GARMENTS, HOME WEAR, LADIES UNDERWEAR AND
NIGHT WEAR. ESTABLISHED 1975, 16 EMPLOYEES AND 13
SALESMEN. ANNUAL TURNOVER DM 5 1/2 MILLION. SALES
AREA: FRG, AUSTRIA AND A PART OF SWITZERLAND.
MR. BUETEFUER EXPRESSED STRONG INTEREST IN SUBJECT
PROPOSAL.

LUDWIG JANDER
GROTENDIEK 42
D-2070 GROSS HANS DORF
CONTACT: MR. JANDER
PHONE: 04102 - 61555
COMMENT: MR. JANDER IS ONLY INTERESTED IN DEALING WITH
BALI IF MR. HEINZ SASSE, 3260 RINTELN/WESER DOES NOT
HAVE THE EXCLUSIVE SALES RIGHTS. BALI SHOULD GET IN
TOUCH WITH MR. JANDER REGARDING THIS QUESTION.
MR. JANDER STATED THAT THERE IS A VERY STRONG COMPE-
TITION FOR BRASSIERES ON THE GERMAN MARKET AND TO
INTRODUCE THIS PRODUCT IT WILL REQUIRE EXTENSIVE AD-
VERTISING.

HANS MATTAUSCH
WEILHEIMER STRASSE 27
D-8000 MUENCHEN 70
CONTACT: HERR HANS MATTAUSCH, OWNER
PHONE: 089-711768
COMMENT: HERR MATTAUSCH IS EXPECTING MR. STEVENS' CALL
WHILE THE LATTER IS IN GERMANY. HERR MATTAUSCH HAS
BEEN AN AGENT AND IMPORTER SINCE 1949. HE EMPLOYS 3
OFFICE WORKERS AND 6 SALES AGENTS. HE REPORTEDLY SELLS
ONLY FIRST CLASS PRODUCTS. SALES ARE SAID TO AVERAGE
DM 1 MILLION PER ANNUM. HERR MATTAUSCH ENJOYS A GOOD
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REPUTATION IN BUSINESS CIRCLES. HE DOES NOT OWN ANY
REAL ESTATE. OFFICES AND A SHOW ROOM ARE RENTED.
FINANCIAL SITUATION APPEARS SETTLED. OBLIGATIONS ARE
MET WITHOUT DELAY.

AS OF TODAY, MARCH 17, MR. CARL S. STEVENS, EXPORT
SALES MANAGER OF BALI, HAS NOT CONTACTED OR VISITED
AMEMBASSY BONN.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
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Disposition Approved on Date:
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Disposition Comment:
Disposition Date: 01 jan 1960
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Review Withdrawn Fields: n/a
SAS ID: 3296659
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